



# SACRAMENTO REALTOR®

*Making Sacramento a Better Place to Call Home for Over 100 Years*

NOVEMBER 2022

A PUBLICATION OF THE SACRAMENTO ASSOCIATION OF REALTORS®

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2022 PRESIDENT

## Overcoming Bias in Real Estate

In our profession, where it is the law to treat everyone fairly, it is so important to be aware of our implicit biases. According to the National Institutes of Health, "implicit bias" is a form of bias that occurs automatically and unintentionally, that nevertheless affects judgments, decisions, and behaviors." Generally, we all have implicit biases. The good news is that implicit bias can be mitigated with awareness! Knowing that there is a potential that you may subconsciously react in certain situations may help reduce the likelihood of doing so. SAR provides multiple opportunities to learn more about implicit bias in real estate.

The SAR Diversity, Equity, Inclusion & Fair Housing Committee recently held a Lunch & Learn event on 11/17. This event featured local appraiser and real estate market analyst, Ryan Lundquist, and C.A.R.'s Chief Diversity, Equity & Inclusion Officer, Farrah Wilder. Their candid and open dialog entitled "Real Talk: Exploring Implicit Biases within the Real Estate Industry" engaged the audience and was very thought-provoking. This seminar was recorded and will be available for on-demand viewing very soon – stay tuned.

There is another event I hope SAR members consider attending.

Next month on Monday, 12/12 from 9am-1pm, the Education Committee presents a class called "[Bias Override: Overcoming Barriers to Fair Housing](#)" which will be taught by my friend and Certified trainer for the National Association of REALTORS®, Kama Burton — who is also the 2022 President of the Inland Valleys Association of REALTORS®. You will learn about the mind science of identity, study how implicit bias can result in fair housing violations, and engage in interactive exercises to enhance communication skills and business relationships with clients of all backgrounds. Let me tell you, Kama is a super engaging speaker and presenter 3 hours will fly by. The class is \$35. [Register here.](#)

If you do not have the opportunity to attend these in-person events, NAR has several free offering as well [available here.](#)





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# YPN GALA RECAP

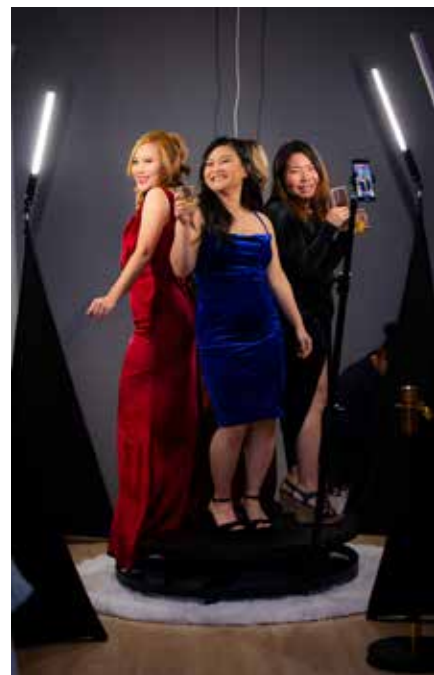
The SAR Young Professionals Network put on a stunning black-tie, James Bond-inspired gala, held at the newly remodeled Mack Powell Event Center. This "Casino Royale" CanTree fundraiser attracted over 200 attendees – all dressed to the nines – and they enjoyed bites, drinks, and dancing well into the night. In addition to raising funds for CanTree/Salvation Army, this group had another reason to celebrate - they were recently named "YPN of the Year" by the California Association of REALTORS®!

These photos perfectly captured the mood of the night – joyous and optimistic for the year ahead! Congratulations to a successful 2022!

[Check out all photos from the event here.](#)







# UPCOMING METROLIST® TRAINING

## December 5th Sessions:

**10 am** MetroList 101: What You Need to Know to Get Started [CLICK HERE](#)

**1 pm** Auto Prospecting Workshop: Automated Emailing and Effective Client Interactions! [CLICK HERE](#)

## November Webinars

### November 28th Webinars:

**8 am** Kickstart Your MLS | [CLICK HERE](#)

**10 am** Auto Prospecting: Automated Emailing and Effective Client Interactions! | [CLICK HERE](#)

**4 pm** Beyond Your Market Area: Realtor.com Professional Search | [CLICK HERE](#)

### November 30th Webinars:

**8 am** 10 Searches You Should be Using in Prospector+ | [CLICK HERE](#)

**10 am** Agent Pro Tips: Advanced Searching Strategies | [CLICK HERE](#)

**1 pm** How to easily Create a Professional Looking CMA Report! | [CLICK HERE](#)

## December Webinars

### December 2nd Webinars:

**10 am** Homesnap Pro: Why agents use this popular app! | [CLICK HERE](#)

**1 pm** How's the Market? Real Estate Trends in the MLS! | [CLICK HERE](#)

**4 pm** Why the Interactive Map should be Your New Favorite Search! | [CLICK HERE](#)

### December 6th Webinars:

**10 am** Realist 101: Introduction to the Realist Tax Program! | [CLICK HERE](#)

**1 pm** Advanced Realist Training: Enhanced Searching, Market Analysis and More! | [CLICK HERE](#)

### December 8th Webinars:

**10 am** Agent Pro Tips: Advanced Searching Strategies | [CLICK HERE](#)

**1 pm** Auto Prospecting: Automated Emailing and Effective Client Interactions! | [CLICK HERE](#)

### December 12th Webinars:

**8 am** Kickstart Your MLS | [CLICK HERE](#)

**10 am** MetroList 101: What You Need to Know to Get Started | [CLICK HERE](#)

**1 pm** 10 Searches You Should be Using in Prospector+ | [CLICK HERE](#)

### December 14th Webinars:

**8 am** How to easily Create a Professional Looking CMA Report! | [CLICK HERE](#)

**10 am** Cloud CMA 101: How to Create an Awesome CMA! | [CLICK HERE](#)

**1 pm** Beyond the CMA: 3 Reports in Cloud CMA That You Might Not Know About! | [CLICK HERE](#)

### December 16th Webinars:

**10 am** Beyond Your Market Area: Realtor.com Professional Search | [CLICK HERE](#)

**1 pm** Homespotter: Your easy on the Go app! | [CLICK HERE](#)

**4 pm** Auto Prospecting: Automated Emailing and Effective Client Interactions! | [CLICK HERE](#)



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# SHIFT HAPPENS RECAP



An unusual convergence of economic and social events is resulting in dramatic changes across all sectors of the commercial real estate environment, and the Greater Sacramento area is not immune.

On November 2nd, a panel of local experts lent their perspective to five sectors of the local commercial marketplace. They addressed the challenges they currently face and offered some insight into things to come. The Panel Moderator was Rene Tingey with Phillips Edison Company and our wonderful Panelists included:

- Retail - Shari Dorenkamp with dk Commercial Property Group
- Office - Nellie Cruz with CBRE
- Industrial - Abbie Wertheim with Panattoni Development Company, Inc.
- Housing - Bonnie Chiu with D.R. Horton
- Property Management - Rene Tingey with Phillips Edison & Company

Attendees enjoyed a delicious lunch and great networking opportunities. Thank you to the panelists and the SAR Commercial Council for all their hard work putting this seminar together!









## Liquidated Damages

The Federal Reserve continues to ratchet up interest rates and as a result the once hopping housing market has begun to constrict rapidly. Along with the rising interest rates, consumer demand for homes has fallen and seems likely to continue to fall. When the market does an about face as it seems to be doing now, a host of new legal issues arise. One such issue occurs when a buyer pulls out after entering into contract for the purchase of a home. This results in a dispute over “liquidated damages.”

As a threshold issue, liquidated damages are damages set by the contract itself. For example, in most if not all residential purchases the seller keeps the amount of the buyer’s deposit if the buyer breaches. The beauty of liquidated damages provisions are that they set the price for a buyer to get out of the purchase and give the seller easy recourse for a breach, all while eliminating litigation fees for both sides if the provision is not challenged.

We are seeing an increase in the number of disputes over liquidated damages as buyers, especially buyers who have entered into contract to purchase new builds, are seeing the value of the property fall well below the price they are set to pay. As such, they elect to breach. Thus, disputes arise over the liquidated damages provisions in the purchase contracts when builders or sellers attempt to retain substantial sums of money, often times in violation of California law.

Under California law, liquidated damages provisions in contracts for the purchase of real property must comply with general legal principles as well as a number of civil code sections. At common law, all liquidated damages in any kind of contract must be reasonable. (See *Better Food Markets v. Am. Dist. Tel. Co.*, 40 Cal. 2d 179, 253 P.2d 10 (1953)). With that said the California legislature, in rare form, provides some guidance in Civil Code section 1675 subsections (c) and (d) as to what is “reasonable.” Under subsection (c) the amount of liquidated damages is presumptively reasonable if it is three percent of the purchase price or lower. A buyer who is subject to a compliant provision still retains the right to challenge the amount of damages but will bear the burden of proof. On the flip side, if the liquidated damages amount is over three percent, under subsection (d) it is presumptively invalid and the proponent, the seller, bears the burden of showing the amount was reasonable in the context of that transaction.

In the context of multiple deposits that are added together to make up the amount of liquidated damages Civil Code section 1678 becomes applicable and requires the seller to take additional steps if the liquidated damages provision is to be compliant. Two deposits are not common outside the context of new builds thus, this issue is more limited but at the same time often deals with higher dollar amounts.

First, section 1678 requires the amount of liquidated damages to comply with section 1675 so the same analysis as described above must be done. Section 1678 further requires that a separate liquidated damages provision be “separately signed or initialed by each party to the contract for each such subsequent payment.” If the proponent of the liquidated damages provision did not comply with the steps in section 1678 in the context of a multi deposit contract, the non-compliant deposits risk being invalidated, and the seller will risk losing that money even if the provision is otherwise compliant with section 1675.

The information presented in this Article is not to be taken as legal advice. Every person’s situation is different. If you are facing a legal issue of any kind, get competent legal advice in your State immediately so that you can determine your best options.





## The Tribal Lands of Sacramento's Indigenous People

What do we know about the history and heritage of the people indigenous to this country? Public education taught us that Christopher Columbus discovered America. This (like much of what we learned in history class) is nonsense considering the Indigenous people (who happened to be here when he arrived) have occupied this land for tens of thousands of years—beyond the reaches of memory.

When Europeans colonized America, the Native people were repeatedly forced away from their lands and made to assimilate. They were enslaved, resources were stolen from them, disease was spread amongst them. The loss of tradition, culture...the loss of life was—still is—devastating.

A 2019 report about education in the U.S., done by the National Congress of American Indians and entitled, *Becoming Visible states*, "Most Americans likely have attended or currently attend a school where information about Native Americans is either completely absent from the classroom or relegated to brief mentions, negative information, or inaccurate stereotypes. This results in an enduring and damaging narrative regarding Native peoples, tribal nations, and their citizens. Even though some exceptional efforts are happening around the country to bring accurate, culturally responsive, tribally specific, and contemporary content about Native Americans into mainstream education systems, much work remains to be done."

In 1990, Congress passed a joint resolution that declared November, Native American Heritage Month. This was a small step toward beginning to acknowledge a painful history and supporting Native communities in healing from generations of trauma. Today, Deb Haaland, is the first Native American to serve as the Cabinet Secretary and over 50 Native Americans are serving in the executive branch.

Still, "much work remains to be done."

According to the U.S. Department of the Interior Indian Affairs, there are currently 574 Federally Recognized Tribes in the US. Many other tribes are still trying to be recognized. California has 109 federally recognized tribes. The Wilton Rancheria is the only federally recognized tribe in Sacramento County.

This area we call Sacramento is and always has been the Tribal land of the Nisenan, Maidu, Miwok, and Patwin Peoples.

Let us recognize and honor Sacramento's Indigenous people today and every day.

Learn more:

Sacramento Native American Health Center:

<https://www.snahc.org/our-community/>

National Museum of the American Indian - Native Knowledge 360°

<https://americanindian.si.edu/nk360/faq/did-you-know>

Our Home on Native Land - A world map of native lands

<https://native-land.ca/>

A Proclamation on National Native American Heritage Month, 2022

<https://www.whitehouse.gov/briefing-room/presidential-actions/2022/10/31/a-proclamation-on-national-native-american-heritage-month-2022/>

# Article 10: Provide Equal Service to All Clients and Customers

## Case #10-1: Equal Professional Services by the REALTOR®

(Reaffirmed May, 1988. Revised May, 2017.)

A minority couple called on REALTOR® A and expressed interest in purchasing a home in the \$390,000 to \$435,000 price range with at least three bedrooms, a large lot, and located in the Cedar Ridge area of town. Being familiar with Cedar Ridge through handling of numerous listings in that area, REALTOR® A explained that houses in Cedar Ridge generally sold in the price range from \$540,000 to \$660,000. The couple thereafter indicated that they would then like to see “what was available” within their budget. After further discussion with the couple concerning their financial circumstances and the maximum price range they could afford, REALTOR® A concluded that the couple could not afford more than \$412,500 as an absolute maximum. The couple was then shown homes which met the criteria they had described to REALTOR® A. However, although REALTOR® A discussed with the couple the amenities and assets of each of the properties shown to them, they expressed no interest in any of the properties shown. A few days later, the minority couple filed charges with the Professional Standards Administrator of the Association, charging REALTOR® A with a violation of Article 10 of the Code Ethics, alleging that REALTOR® A had violated the Article by an alleged act of racial steering in his service to the minority couple.

The Professional Standards Administrator promptly referred the complaint to the Grievance Committee, which conducted a preliminary review and referred the complaint for a hearing. REALTOR® A was duly noticed and provided with an opportunity to make his response to the complaint.

At the hearing, the complainants elaborated upon their charge of the alleged racial steering by REALTOR® A, telling the Hearing Panel that they had specifically expressed an interest in purchasing a home in the Cedar Ridge area, but were not shown any homes in Cedar Ridge. REALTOR® A responded by producing e-mail records documenting the housing preference of the couple as they had described it to him, including price range and demonstrating that he had shown them a number of listings that met the requirements as expressed by them, although admittedly none of the properties shown were located in Cedar Ridge. However, REALTOR® A explained that he had advised the couple that there were no listings available in Cedar Ridge falling within their budget. Further, REALTOR® A produced listing and sales information concerning numerous homes in Cedar Ridge which confirmed an average sales price of \$540,000 to \$660,000. REALTOR® A told the Hearing Panel that he had, in fact, offered equal professional service to the minority couple by showing them properties which met the criteria they had presented to him. He pointed out to the Hearing Panel that the couple was charging him with “racial steering” which presumably they were relating to the denial of equal professional service. REALTOR® A stated, “If there were listings in Cedar Ridge in the \$390,000 to \$435,000 price range with at least three bedrooms and a large lot, and I had refused to show them such listings, then they might have a point in their charge. But there are no such listings available now, nor have there been at any time since the original development of the Cedar Ridge area five years ago. I could not show them what did not and does not exist.”

The Hearing Panel concluded that REALTOR® A had properly met his obligation to offer equal professional service and was not in violation of Article 10.



# DECEMBER CALENDAR OF EVENTS

## PLEASE NOTE:

**SAR Calendar Subject to Change. Some classes/meetings/events held are LIVE and IN-PERSON.**

(V) – Virtual | (EC) – Event Center | (B) – Boardroom | (T) – Training Room | (B1) – Breakout Room 1 | (B2) – Breakout Room 2

Monday	Tuesday	Wednesday	Thursday	Friday
			1	2
			RE Finance & Affiliate Forum (EC) 9:00 – 10:30am Internship Committee (ADR-1) 10:00 – 11:00am	SAR Toastmasters (T) 7:30 – 9:00am SAR Office Closed 7:30 – 11:00am President's Appreciation Breakfast - Invite Only (EC) 9:00 – 11:00am
5	6	7	8	9
<a href="#">MetroList In-Person Training - MetroList 101 (T)</a> 10:00 – 11:00am WCR Board Meeting (B) 12noon – 1:30pm <a href="#">MetroList In-Person Training – Auto Prospecting Workshop (T)</a> 1:00 – 3:00pm	Main Meeting/CanTree Dedication (EC) 9:00 – 10:30am Community Outreach Committee (T) 10:30am – 12noon CanTree Committee (B) 10:30am – 12noon Charity Research Committee (ADR-11) 10:30 – 11:30am Internship Completion Ceremony (EC) 1:00 – 4:30pm	<a href="#">Lunch &amp; Learn: Protect Your Business with the Buyer Broker System (EC)</a> 9:00 – 11:30am <a href="#">Property Management Basics Series (T)</a> 11:00am – 2:15pm	National Notary Association (EC) 7:30am – 7:00pm Masters Club Steering Committee (B) 9:30 – 11:00am Internship Committee (B) 12noon – 1:30pm	SAR Toastmasters (T) 7:30 – 9:00am Creative Living Options (EC) 5:00 – 9:00pm
12	13	14	15	16
<a href="#">Bias Override: Overcoming Barriers to Fair Housing (B)</a> 10:00 – 11:30am Education Committee (B) 10:00 – 11:30am Leadership Academy (B) 1:00 – 2:30pm	NARPM Class (EC) 8:00am – 12noon LIVE Regional Meetings (in-person, various locations) 9:00 – 10:30am YPN Advisory Committee (T) 11:00am – 12:30pm SAR Charitable Foundation BOD (B) 12:30 – 2:00pm	SAR New Member Orientation (EC) 9:00am – 12:30pm <a href="#">Lunch &amp; Learn: Selling Country Land and Property Issues (EC)</a> 12noon – 1:30pm	SAR BOD 9:00 – 11:00am	SAR Toastmasters (T) 7:30 – 9:00am SAR Offices Closed 12noon – 4:30pm
19	20	21	22	23
Preferred Partner Committee (B) 11:00am – 12:30pm	NO REGIONAL MEETINGS THIS WEEK (Happy Holidays) Marketing/Communications Committee (OFFSITE) Scholarship Fundraising Committee (B) 1:00 – 2:00pm	No Events Scheduled	No Events Scheduled	SAR Closed All Day
26	27	28	29	29
SAR Closed All Day	NO REGIONAL MEETINGS THIS WEEK (Happy Holidays) DEI/Fair Housing Committee (B) 10:30am – 12noon	SAR Offices Closed 1:00 – 2:00pm	No Events Scheduled	SAR Closed All Day

# SAR EDUCATIONAL OFFERINGS

SAR is offering training in various formats – in-person, online and hybrid. Please note the format when you register for your desired class. Feel free to contact [Marcus](#) with any questions and check the [calendar](#) or our [education portal](#) for details.

## DECEMBER

### CLASS

**7** 9am – 11:30am [PROTECT YOUR BUSINESS WITH THE BUYER BROKER SYSTEM](#)

**7** 11am – 2:15pm [LET'S MAKE SOME SERIOUS MONEY](#)

**12** 9am – 1:00pm [BIAS OVERRIDE: OVERCOMING BARRIERS TO FAIR HOUSING](#)

**14** 12pm – 1:30pm [LUNCH AND LEARN: SELLING COUNTRY LAND AND PROPERTY ISSUES](#)

## JANUARY

### CLASS

**12** 9am – 12:30pm [PRICING HOMES IN A CHANGING MARKET](#)

**17** 9am – 11am [OPTIMIZING YOUR GOOGLE BUSINESS PROFILE](#)

**24** 10am – 11:00am [WANT TO PAY FEWER TAXES? INCORPORATING MAY BE RIGHT FOR YOU](#)

Please View [SAR's online portal](#) for latest updates/webinars.

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## ON DEMAND WEBINARS

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PRESENTER JASON SCOTT WILL SHOW YOU WHAT YOU NEED TO KNOW ABOUT GEOGRAPHIC FARMING AND HOW TO FIND SELLERS IN THIS MARKET. HE WILL ALSO DISCUSS NICHE FARMING SCENARIOS AND REVIEW SEVERAL CASE STUDIES.

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### EVERYTHING VA LOANS

YES, VA LOANS ARE NO MONEY DOWN, BUT THERE ARE MANY OTHER ASPECTS OF THE VA LOAN YOU NEED TO UNDERSTAND BEFORE YOU KNOW IT IS THE RIGHT FIT FOR YOUR CLIENT. ALSO, LEARN HOW TO DETERMINE HOW MUCH HOUSE A PROSPECT CAN QUALIFY FOR.

[REGISTER/MORE INFO HERE](#)

### CRYPTOCURRENCY, BLOCKCHAIN AND REAL ESTATE

REAL ESTATE IS BEING BOUGHT, SOLD, AND CLOSED ON THE BLOCKCHAIN. JOIN NATIONAL TRAINER AMY CHOREW AND INDUSTRY EXPERT STEVE BINTZ FOR AN OVERVIEW ON HOW CRYPTOCURRENCY, BLOCKCHAIN, AND SMART CONTRACTS ARE IMPACTING THE REAL ESTATE TRANSACTION..

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### SHOW ME THE MONEY: INVESTMENT PROPERTY ANALYSIS

INSTRUCTOR BARRY MATHIS (CERTIFIED INVESTMENT EXPERT CDPE, CIPE, AARE, NCREA) EXPLAINS HOW TO DETERMINE IF A PROPERTY IS APPROPRIATE FOR INVESTMENT PURPOSES, FOR YOU OR YOUR CLIENTS. LEARN HOW TO OPERATE AS AN INVESTOR IN THIS MARKET.

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Please View [SAR's online portal](#) for latest updates/webinars.

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## October 2022

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**Imari Romero-Rodriguez**  
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Martha Paarlberg Hodapp

**Cherene Sandidge**  
Cherene Sandidge

**Jennifer Sant**  
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eXp Realty of California Inc.

**Edgar Arroyo Melchor**  
eXp Realty of California Inc.

**Denise Bailey**  
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**Victoria Baysinger**  
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WELCOME



# SACRAMENTO HOUSING STATISTICS

## Sales volume down 21% month-to-month, down 43% from 2021

# OCTOBER

October closed with 902 sales, a 20.8% decrease from September (1,139). Compared to one year ago (1,608), the current figure is down 43.4%. Of the 902 sales this month, 116 (12.9%) used cash financing, 569 (63.1%) used conventional, 141 (15.6%) used FHA, 42 (4.7%) used VA and 34 (3.8%) used Other types of financing.

The median sales price decreased 1.9% from \$520,000 to \$510,000. This figure is unchanged from October 2021. Compared to May 2022 (\$575,000), the current median price is down 11.3%. The median sales price shows that exactly half of the monthly sales are above this price and exactly half of the sales are below this price.

The Active Listing Inventory decreased 5.8% from September to October, from 2,334 units to 2,199 units. Compared with October 2021 (1,344), inventory is up 63.6%. The Months of Inventory increased from 2 Months to 2.4 Months. This figure represents the amount of time (in months) it would take for the current rate of sales to deplete the total active listing inventory. The chart to the left reflects the Months of Inventory in each price range.

The Median DOM (days on market) increased from 19 to 21 and the Average DOM increased from 30 to 32. "Days on market" represents the days between the initial listing of the home as "active" and the day it goes "pending." Of the 902 sales this month, 62.7% (566) were on the market for 30 days or less and 84.7% (764) were on the market for 60 days or less.

The Average Price/SqFt of all homes sold increased from \$334 to \$336. See all statistical reports compiled by the [Sacramento Association of REALTORS®](#).

Inventory by Price Range			
Price Range	For Sale	Sold	Months of Inventory
\$0 - \$349,999	97	59	1.6
\$350,000 - \$399,999	199	83	2.4
\$400,000 - \$449,999	245	148	1.7
\$450,000 - \$499,999	321	134	2.4
\$500,000 - \$549,999	220	131	1.7
\$550,000 - \$599,999	269	78	3.4
\$600,000 - \$649,999	172	61	2.8
\$650,000 - \$699,999	148	57	2.6
\$700,000 - \$749,999	102	38	2.7
\$750,000 - \$799,999	100	28	3.6
\$800,000 - \$849,999	59	21	2.8
\$850,000 - \$899,999	52	11	4.7
\$900,000 - \$949,999	21	10	2.1
\$950,000 - \$999,999	30	6	5.0
\$1,000,000 and over	164	37	4.4
<b>Total:</b>	<b>2,199</b>	<b>902</b>	<b>Total: 2.4</b>

## Market Snapshot - October 2022

	Oct-22	Sep-22	Change	Oct-21	Change (from '21)
<b>Sales</b>	<b>902</b>	<b>1,139</b>	<b>-20.8%</b>	<b>1,608</b>	<b>-43.9%</b>
<b>Median Sales Price</b>	<b>\$510,000</b>	<b>\$520,000</b>	<b>-1.9%</b>	<b>\$510,000</b>	<b>0.0%</b>
<b>Active Inventory</b>	<b>2,199</b>	<b>2,334</b>	<b>-5.8%</b>	<b>1,855</b>	<b>18.5%</b>
<b>Median DOM</b>	<b>21</b>	<b>19</b>	<b>10.5%</b>	<b>9</b>	<b>133.3%</b>
<b>Avg. Price/SqFt</b>	<b>\$337</b>	<b>\$334</b>	<b>0.8%</b>	<b>\$329</b>	<b>2.4%</b>

Tony Vicari, Director of Communications  
[tvicari@sacrealtor.org](mailto:tvicari@sacrealtor.org)  
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The Sacramento Association of REALTORS® is a professional association representing over 6,500 real estate professionals and commercial affiliates doing business in the greater Sacramento metropolitan area. All SAR statistics reports compiled by Tony Vicari, SAR Director of Communications. Statistics are derived from the MetroList® MLS database for Sacramento County and the City of West Sacramento.

†Other financing includes 1031 exchange, CalVet, Farm Home Loan, Owner Financing, Contract of Sale or any combination of one or more.

## MLS STATISTICS

OCTOBER 2022

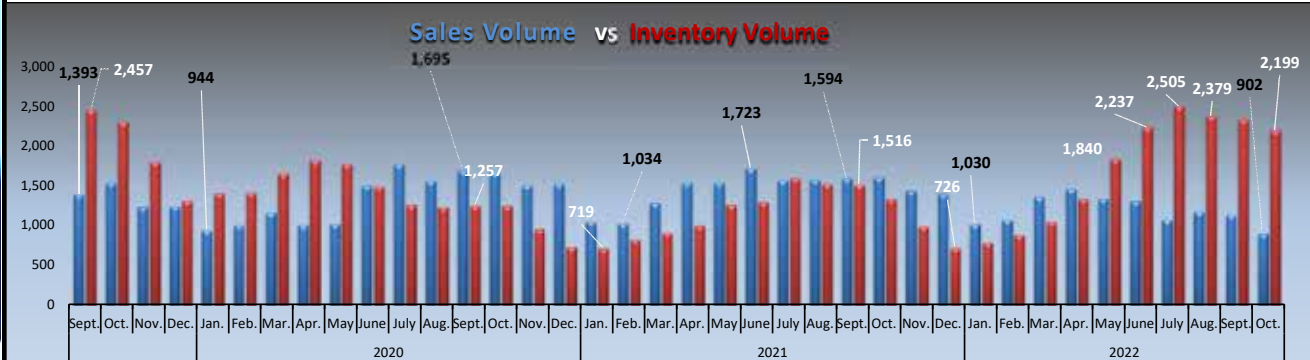
## MLS STATISTICS for October 2022

Data for Sacramento County and the City of West Sacramento



## SINGLE FAMILY HOME RESALES

Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	1,201		1,442	-16.7%		1,675		-28.3%
Active Listing Inventory †	2,199		2,334	-5.8%		1,344		63.6%
Pending Sales This Month*	980		1,110	-11.7%		1,855		-47.2%
Number of REO Sales	0	0.0%	5	-100%	0.4%	3	0.2%	-100.0%
Number of Short Sales	0	0.0%	1	N/A	0.1%	0	0.0%	N/A
Equity Sales	902	100.0%	1,133	-20.4%	99.5%	1,605	99.8%	-43.8%
Other (non-REO/-Short Sale/-Equi)	0	0.0%	0	0%	0.0%	0	0.0%	N/A
Total Number of Closed Escrows	902	100%	1,139	-20.8%	100%	1,608	100.0%	-43.9%
Months Inventory	2.4 Months		2 Months	20.0%		0.8 Months		200.0%
Dollar Value of Closed Escrows	\$502,059,054		\$655,888,809	-23.5%		\$890,955,849		-43.6%
Median	\$510,000		\$520,000	-1.9%		\$510,000		0.0%
Mean	\$556,606		\$575,846	-3.3%		\$554,077		0.5%
Year-to-Date Statistics	1/01/22 to 10/31/22		1/01/22 to 10/31/22			1/1/2021		
	SAR monthly data, compiled		MetroList YTD data			10/31/2021		Change
Number of Closed Escrows	11,901		12,168			14,538		-18.1%
Dollar Value of Closed Escrows	\$7,111,938,783		\$7,264,451,457			\$7,961,428,912		-10.7%
Median	\$545,000		\$545,000			\$499,000		9.2%
Mean	\$597,592		\$597,013			\$547,629		9.1%



**SACRAMENTO**  
ASSOCIATION OF REALTORS®

**Jenny Escrow**  
Realtor®

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\*must be current SAR Member in good standing

† includes: Active, Contingent - Show, Contingent - No Show listings

\* The method for retrieving Pending Sales from MetroList® was updated for April 2019. Pending sales are now counted at a single point in time at the beginning of the month rather than by entering the date range of the month in question. This new method will now include any listings that have the status of "pending" in MetroList®.

Based on Multiple Listing Service data from MetroList® | 2022 SAR

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# Data for Sacramento County and the City of West Sacramento

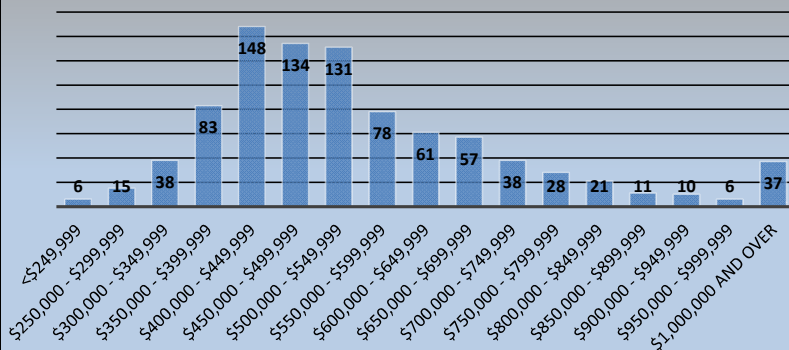
## MLS STATISTICS for October 2022

### Data for Sacramento County and the City of West Sacramento

#### BREAKDOWN OF SALES BY PRICE

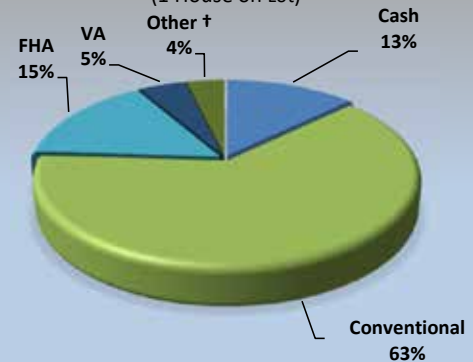
##### 1 House on Lot

Total: 902

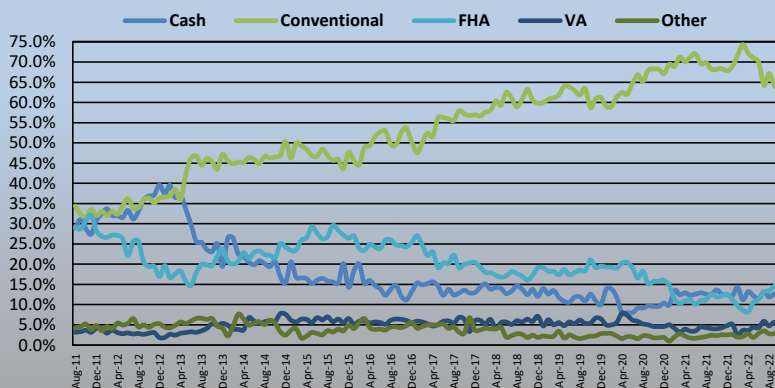


#### Type of Financing/Days on Market

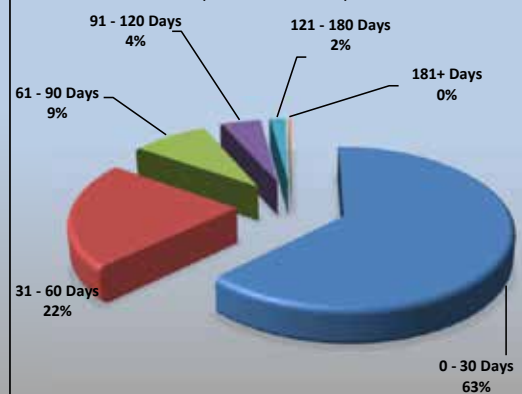
##### TYPE OF FINANCING (1 House on Lot)



##### Types of Financing Historical (% of Sales)



##### DAYS ON MARKET (1 House on Lot)



Type of Financing	Current Month		Previous Month		LENGTH OF TIME ON MARKET				
(Single Family Home only)	# of Units	% of Total	# of Units	% of Total	(Single Family Only)	# of Units	% of Total		
Financing Method					Days on Market		Current Month	Last 4 Months	Last 12 Months
Cash	116	12.9%	144	12.6%	0 - 30	566	62.7%	70.1%	81.6%
Conventional	569	63.1%	732	64.3%	31 - 60	198	22.0%	19.7%	12.1%
FHA	141	15.6%	166	14.6%	61 - 90	78	8.6%	6.5%	3.8%
VA	42	4.7%	64	5.6%	91 - 120	41	4.5%	2.5%	1.5%
Other †	34	3.8%	33	2.9%	121 - 180	16	1.8%	1.1%	0.8%
<b>Total</b>	<b>902</b>	<b>100.0%</b>	<b>1,139</b>	<b>100.0%</b>	<b>181+</b>	<b>3</b>	<b>0.3%</b>	<b>0.1%</b>	<b>0.2%</b>
					<b>Total</b>	<b>902</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

† includes: cal vet, contract of sale, creative, farm home loan, owner financing.

Median DOM:	Current	Last Month
Average DOM:	21	19
Average Price/Square Foot:	32	30
	\$336.5	\$333.8

This representation is based in whole or in part on data supplied by MetroList. MetroList does not guarantee, nor is it in any way responsible for, its accuracy. Data maintained by MetroList does not reflect all real estate activity in the market. All information provided is deemed reliable, but it is not guaranteed and should be independently verified. For the most current statistical information, visit <https://www.sacrealtor.org/consumers/housing-statistics>.

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## MLS STATISTICS

OCTOBER 2022

## MLS STATISTICS for October 2022

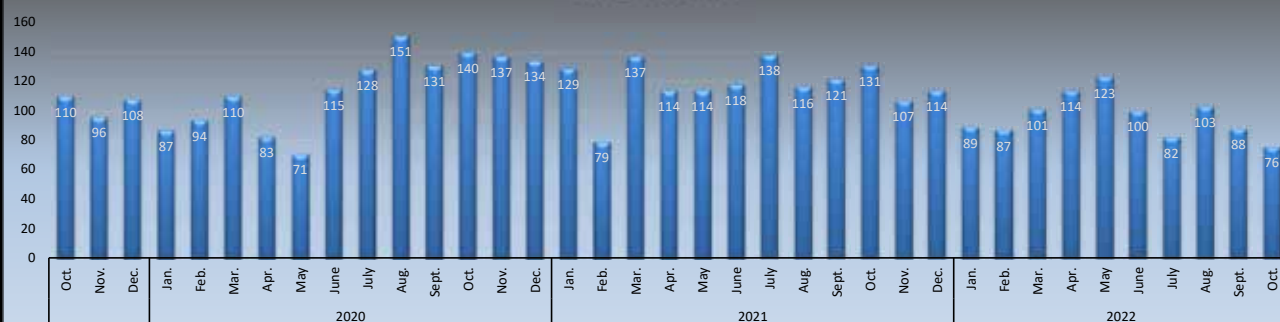
Data for Sacramento County and the City of West Sacramento

## CONDOMINIUM RESALES

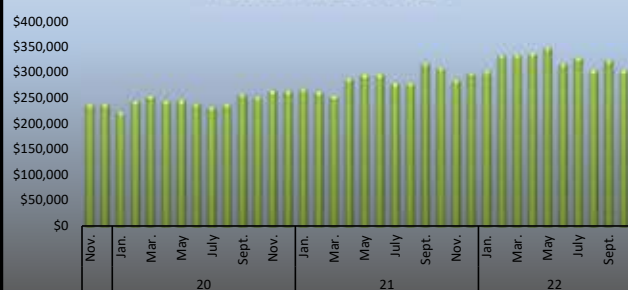


Monthly Statistics	Current Month	% of Total Sales	Last Month	Change	% of Total Sales	Last Year	% of Total Sales	Change
Listings Published this Month	78		121	-35.5%		147		-46.9%
Active Listing Inventory †	158		182	-13.2%		123		28.5%
Pending Sales This Month*	88		98	-10.2%		133		-33.8%
Number of REO Sales	0	0.0%	0	0.0%	0.0%	0	0.0%	N/A
Number of Short Sales	0	0.0%	0	0.0%	0.0%	0	0.0%	N/A
Equity Sales	76	100%	88	-13.6%	100.0%	131	100.0%	-42.0%
Total Number of Closed Escrows	76	100%	88	-13.6%	100%	131	100.0%	-42.0%
Months Inventory	2.1 Months		2.1 Months	0.0%		0.9 Months		133.3%
Dollar Value of Closed Escrows	\$26,022,869		\$30,116,449	-13.6%		\$44,170,366		-41.1%
Median	\$305,000		\$325,000	-6.2%		\$310,000		-1.6%
Mean	\$342,406		\$342,232	0.1%		\$337,178		1.6%
Year-to-Date Statistics	1/1/22 to 10/31/22		1/1/22 to 10/31/22			1/1/2021		
	SAR monthly data, compiled		MetroList YTD data			10/31/2021		Change
Number of Closed Escrows	887		991			1,197		-25.9%
Dollar Value of Closed Escrows	\$309,112,006		\$347,988,186			\$366,275,409		-15.6%
Median	\$325,000		\$323,000			\$289,000		12.5%
Mean	\$348,492		\$351,149			\$305,994		13.9%

## Sales Volume



## Median Sales Price



## Inventory Volume



† includes: Active, Contingent - Show, Contingent - No Show

\* The method for retrieving Pending Sales from MetroList® was updated for April 2019. Pending sales are now counted at a single point in time at the beginning of the month rather than by entering the date range of the month in question. This new method will now include any listings that have the status of "pending" in MetroList®.

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# Data for Sacramento County and the City of West Sacramento

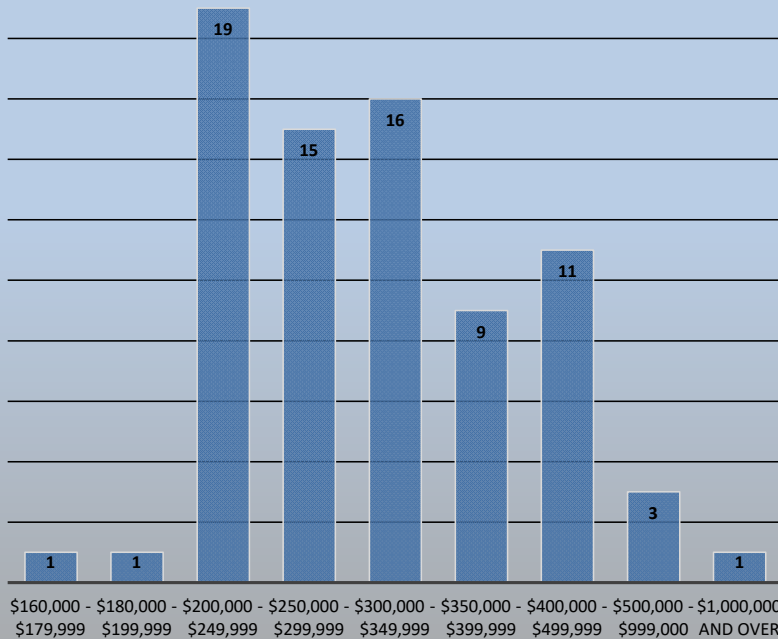
## MLS STATISTICS for October 2022

### Data for Sacramento County and the City of West Sacramento

#### BREAKDOWN OF SALES BY PRICE

#### Condos

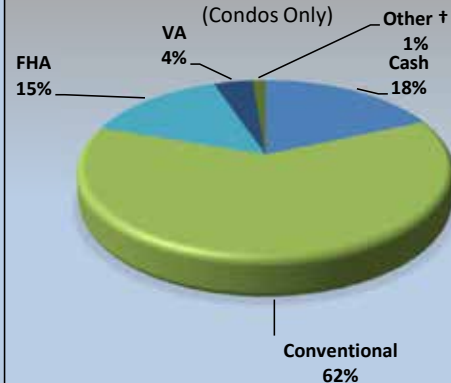
Total: 76



#### Type of Financing/Days on Market

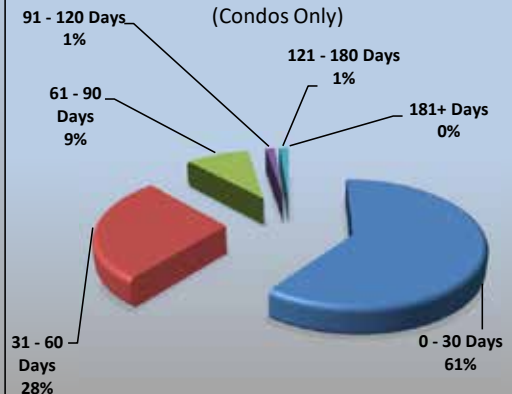
##### TYPE OF FINANCING

(Condos Only)



##### DAYS ON MARKET

(Condos Only)



Type of Financing	Current Month		Previous Month		LENGTH OF TIME ON MARKET					
(Condo Only) Financing Method	# of Units	% of Total	# of Units	% of Total	(SFR & Condo) Days on Market		% of Total			
					# of Units		Current Month	Last 4 Months	Last 12 Months	
Cash	14	18.4%	20	22.7%	0 - 30	46		60.5%	73.4%	82.4%
Conventional	47	61.8%	55	62.5%	31 - 60	21		27.6%	20.9%	12.2%
FHA	11	14.5%	10	11.4%	61 - 90	7		9.2%	4.0%	3.7%
VA	3	3.9%	2	2.3%	91 - 120	1		1.3%	1.1%	0.8%
Other †	1	1.3%	1	1.1%	121 - 180	1		1.3%	0.3%	0.6%
Total	76	100.0%	88	100.0%	181+	0		0.0%	0.3%	0.2%
					Total	76		100.0%	100.0%	100.0%

† includes: cal vet, contract of sale, creative, farm home loan, owner financing.

**Average DOM:**

Current Last Month

**27 26**

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# SACRAMENTO ASSOCIATION OF REALTORS®

## SINGLE FAMILY HOME SALES BY ZIP CODE

OCTOBER 2022

Zip Code		Current Month	Sales Breakdown	Last Month	Last Year	Year-to-Date
			(by type)			
95608 Carmichael	Total Sales	34	REO Sales 0	37	60	484
	Median Sales Price	\$617,250	\$0	\$550,000	\$552,500	\$579,000
	Average Price/Square Foot	\$332	Short Sales 0	\$334	\$321	N/A
	Average Sq Ft of Property	1,884	\$0	1,897	2,038	N/A
	Total Listing Inventory *	95	Conventional 34	99	72	N/A
	Total Listing Median Price ∞	\$594,000	Sales \$617,250	\$598,500	\$558,000	N/A
95610 Citrus Heights	Total Sales	27	REO Sales 0	37	52	395
	Median Sales Price	\$490,000	\$0	\$480,000	\$499,950	\$530,000
	Average Price/Square Foot	\$310	Short Sales 0	\$337	\$322	N/A
	Average Sq Ft of Property	1,691	\$0	1,856	1,627	N/A
	Total Listing Inventory *	72	Conventional 27	70	34	N/A
	Total Listing Median Price ∞	\$525,000	Sales \$490,000	\$549,900	\$537,000	N/A
95621 Citrus Heights	Total Sales	29	REO Sales 0	28	53	379
	Median Sales Price	\$455,000	\$0	\$432,500	\$450,000	\$481,000
	Average Price/Square Foot	\$318	Short Sales 0	\$314	\$322	N/A
	Average Sq Ft of Property	1,475	\$0	1,549	1,444	N/A
	Total Listing Inventory *	40	Conventional 29	49	18	N/A
	Total Listing Median Price ∞	\$449,700	Sales \$455,000	\$474,950	\$442,450	N/A
95624 Elk Grove	Total Sales	32	REO Sales 0	54	65	465
	Median Sales Price	\$591,000	\$0	\$677,500	\$620,000	\$673,000
	Average Price/Square Foot	\$310	Short Sales 0	\$305	\$313	N/A
	Average Sq Ft of Property	2,080	\$0	2,486	2,144	N/A
	Total Listing Inventory *	91	Conventional 32	101	51	N/A
	Total Listing Median Price ∞	\$649,000	Sales \$591,000	\$668,000	\$682,850	N/A
95626 Elverta	Total Sales	1	REO Sales 0	5	8	39
	Median Sales Price	\$615,000	\$0	\$470,000	\$537,500	\$513,000
	Average Price/Square Foot	\$275	Short Sales 0	\$328	\$331	N/A
	Average Sq Ft of Property	2,236	\$0	1,697	1,897	N/A
	Total Listing Inventory *	6	Conventional 1	4	6	N/A
	Total Listing Median Price ∞	\$468,500	Sales \$615,000	\$619,500	\$675,950	N/A
95628 Fair Oaks	Total Sales	26	REO Sales 0	39	57	409
	Median Sales Price	\$621,000	\$0	\$593,500	\$625,000	\$630,000
	Average Price/Square Foot	\$355	Short Sales 0	\$343	\$327	N/A
	Average Sq Ft of Property	1,968	\$0	2,174	2,044	N/A
	Total Listing Inventory *	85	Conventional 26	80	48	N/A
	Total Listing Median Price ∞	\$659,975	Sales \$621,000	\$685,000	\$629,900	N/A
95630 Folsom	Total Sales	56	REO Sales 0	58	78	720
	Median Sales Price	\$725,000	\$0	\$762,500	\$730,000	\$797,000
	Average Price/Square Foot	\$361	Short Sales 0	\$364	\$367	N/A
	Average Sq Ft of Property	2,157	\$0	2,390	2,208	N/A
	Total Listing Inventory *	135	Conventional 56	158	85	N/A
	Total Listing Median Price ∞	\$758,112	Sales \$725,000	\$799,000	\$785,000	N/A
95632 Galt	Total Sales	14	REO Sales 0	25	31	294
	Median Sales Price	\$564,500	\$0	\$550,000	\$520,000	\$544,250
	Average Price/Square Foot	\$326	Short Sales 0	\$306	\$324	N/A
	Average Sq Ft of Property	1,970	\$0	2,053	1,786	N/A
	Total Listing Inventory *	58	Conventional 14	59	34	N/A
	Total Listing Median Price ∞	\$524,150	Sales \$564,500	\$559,999	\$597,000	N/A
95638 Herald	Total Sales	0	REO Sales 0	1	2	6
	Median Sales Price	\$0	\$0	\$715,000	\$970,000	\$760,000
	Average Price/Square Foot	\$0	Short Sales 0	\$474	\$381	N/A
	Average Sq Ft of Property	0	\$0	1,508	2,542	N/A
	Total Listing Inventory *	6	Conventional 0	6	3	N/A
	Total Listing Median Price ∞	\$868,000	Sales \$0	\$843,500	\$799,900	N/A
95641 Isleton	Total Sales	2	REO Sales 0	3	0	10
	Median Sales Price	\$457,500	\$0	\$365,000	\$0	\$502,750
	Average Price/Square Foot	\$448	Short Sales 0	\$271	\$0	N/A
	Average Sq Ft of Property	1,040	\$0	1,376	0	N/A
	Total Listing Inventory *	4	Conventional 2	3	3	N/A
	Total Listing Median Price ∞	\$404,500	Sales \$457,500	\$499,000	\$299,900	N/A
95655 Mather	Total Sales	1	REO Sales 0	2	5	33
	Median Sales Price	\$619,900	\$0	\$760,000	\$580,000	\$600,000
	Average Price/Square Foot	\$261	Short Sales 0	\$228	\$264	N/A
	Average Sq Ft of Property	2,379	\$0	3,351	2,194	N/A
	Total Listing Inventory *	9	Conventional 1	10	5	N/A
	Total Listing Median Price ∞	\$545,000	Sales \$619,900	\$654,000	\$648,888	N/A
95660 North Highlands	Total Sales	18	REO Sales 0	32	41	312
	Median Sales Price	\$383,750	\$0	\$375,000	\$377,777	\$400,000
	Average Price/Square Foot	\$349	Short Sales 0	\$318	\$325	N/A
	Average Sq Ft of Property	1,079	\$0	1,222	1,180	N/A
	Total Listing Inventory *	46	Conventional 18	43	31	N/A
	Total Listing Median Price ∞	\$395,000	Sales \$383,750	\$399,990	\$380,000	N/A
95662 Orangevale	Total Sales	30	REO Sales 0	22	36	336
	Median Sales Price	\$512,500	\$0	\$559,000	\$552,500	\$565,000
	Average Price/Square Foot	\$353	Short Sales 0	\$350	\$333	N/A
	Average Sq Ft of Property	1,607	\$0	1,832	1,760	N/A
	Total Listing Inventory *	57	Conventional 30	47	38	N/A
	Total Listing Median Price ∞	\$599,900	Sales \$512,500	\$599,000	\$530,000	N/A



Zip Code		Current Month	Sales Breakdown	Last Month	Last Year	Year-to-Date
		(by type)				
95608 Carmichael	Total Sales	34	REO Sales 0	37	60	484
	Median Sales Price	\$617,250	\$0	\$550,000	\$552,500	\$579,000
	Average Price/Square Foot	\$332	Short Sales 0	\$334	\$321	N/A
	Average Sq Ft of Property	1,884	\$0	1,897	2,038	N/A
	Total Listing Inventory *	95	Conventional 34	99	72	N/A
	Total Listing Median Price ∞	\$594,000	Sales \$617,250	\$598,500	\$558,000	N/A
95610 Citrus Heights	Total Sales	27	REO Sales 0	37	52	395
	Median Sales Price	\$490,000	\$0	\$480,000	\$499,950	\$530,000
	Average Price/Square Foot	\$310	Short Sales 0	\$337	\$322	N/A
	Average Sq Ft of Property	1,691	\$0	1,856	1,627	N/A
	Total Listing Inventory *	72	Conventional 27	70	34	N/A
	Total Listing Median Price ∞	\$525,000	Sales \$490,000	\$549,900	\$537,000	N/A
95621 Citrus Heights	Total Sales	29	REO Sales 0	28	53	379
	Median Sales Price	\$455,000	\$0	\$432,500	\$450,000	\$481,000
	Average Price/Square Foot	\$318	Short Sales 0	\$314	\$322	N/A
	Average Sq Ft of Property	1,475	\$0	1,549	1,444	N/A
	Total Listing Inventory *	40	Conventional 29	49	18	N/A
	Total Listing Median Price ∞	\$449,700	Sales \$455,000	\$474,950	\$442,450	N/A
95624 Elk Grove	Total Sales	32	REO Sales 0	54	65	465
	Median Sales Price	\$591,000	\$0	\$677,500	\$620,000	\$673,000
	Average Price/Square Foot	\$310	Short Sales 0	\$305	\$313	N/A
	Average Sq Ft of Property	2,080	\$0	2,486	2,144	N/A
	Total Listing Inventory *	91	Conventional 32	101	51	N/A
	Total Listing Median Price ∞	\$649,000	Sales \$591,000	\$668,000	\$682,850	N/A
95626 Elverta	Total Sales	1	REO Sales 0	5	8	39
	Median Sales Price	\$615,000	\$0	\$470,000	\$537,500	\$513,000
	Average Price/Square Foot	\$275	Short Sales 0	\$328	\$331	N/A
	Average Sq Ft of Property	2,236	\$0	1,697	1,897	N/A
	Total Listing Inventory *	6	Conventional 1	4	6	N/A
	Total Listing Median Price ∞	\$468,500	Sales \$615,000	\$619,500	\$675,950	N/A
95628 Fair Oaks	Total Sales	26	REO Sales 0	39	57	409
	Median Sales Price	\$621,000	\$0	\$593,500	\$625,000	\$630,000
	Average Price/Square Foot	\$355	Short Sales 0	\$343	\$327	N/A
	Average Sq Ft of Property	1,968	\$0	2,174	2,044	N/A
	Total Listing Inventory *	85	Conventional 26	80	48	N/A
	Total Listing Median Price ∞	\$659,975	Sales \$621,000	\$685,000	\$629,900	N/A
95630 Folsom	Total Sales	56	REO Sales 0	58	78	720
	Median Sales Price	\$725,000	\$0	\$762,500	\$730,000	\$797,000
	Average Price/Square Foot	\$361	Short Sales 0	\$364	\$367	N/A
	Average Sq Ft of Property	2,157	\$0	2,390	2,208	N/A
	Total Listing Inventory *	135	Conventional 56	158	85	N/A
	Total Listing Median Price ∞	\$758,112	Sales \$725,000	\$799,000	\$785,000	N/A
95632 Galt	Total Sales	14	REO Sales 0	25	31	294
	Median Sales Price	\$564,500	\$0	\$550,000	\$520,000	\$544,250
	Average Price/Square Foot	\$326	Short Sales 0	\$306	\$324	N/A
	Average Sq Ft of Property	1,970	\$0	2,053	1,786	N/A
	Total Listing Inventory *	58	Conventional 14	59	34	N/A
	Total Listing Median Price ∞	\$524,150	Sales \$564,500	\$559,999	\$597,000	N/A
95638 Herald	Total Sales	0	REO Sales 0	1	2	6
	Median Sales Price	\$0	\$0	\$715,000	\$970,000	\$760,000
	Average Price/Square Foot	\$0	Short Sales 0	\$474	\$381	N/A
	Average Sq Ft of Property	0	\$0	1,508	2,542	N/A
	Total Listing Inventory *	6	Conventional 0	6	3	N/A
	Total Listing Median Price ∞	\$868,000	Sales \$0	\$843,500	\$799,900	N/A
95641 Isleton	Total Sales	2	REO Sales 0	3	0	10
	Median Sales Price	\$457,500	\$0	\$365,000	\$0	\$502,750
	Average Price/Square Foot	\$448	Short Sales 0	\$271	\$0	N/A
	Average Sq Ft of Property	1,040	\$0	1,376	0	N/A
	Total Listing Inventory *	4	Conventional 2	3	3	N/A
	Total Listing Median Price ∞	\$404,500	Sales \$457,500	\$499,000	\$299,900	N/A
95655 Mather	Total Sales	1	REO Sales 0	2	5	33
	Median Sales Price	\$619,900	\$0	\$760,000	\$580,000	\$600,000
	Average Price/Square Foot	\$261	Short Sales 0	\$228	\$264	N/A
	Average Sq Ft of Property	2,379	\$0	3,351	2,194	N/A
	Total Listing Inventory *	9	Conventional 1	10	5	N/A
	Total Listing Median Price ∞	\$545,000	Sales \$619,900	\$654,000	\$648,888	N/A
95660 North Highlands	Total Sales	18	REO Sales 0	32	41	312
	Median Sales Price	\$383,750	\$0	\$375,000	\$377,777	\$400,000
	Average Price/Square Foot	\$349	Short Sales 0	\$318	\$325	N/A
	Average Sq Ft of Property	1,079	\$0	1,222	1,180	N/A
	Total Listing Inventory *	46	Conventional 18	43	31	N/A
	Total Listing Median Price ∞	\$395,000	Sales \$383,750	\$399,990	\$380,000	N/A
95662 Orangevale	Total Sales	30	REO Sales 0	22	36	336
	Median Sales Price	\$512,500	\$0	\$559,000	\$552,500	\$565,000
	Average Price/Square Foot	\$353	Short Sales 0	\$350	\$333	N/A
	Average Sq Ft of Property	1,607	\$0	1,832	1,760	N/A
	Total Listing Inventory *	57	Conventional 30	47	38	N/A
	Total Listing Median Price ∞	\$599,900	Sales \$512,500	\$599,000	\$530,000	N/A

## SINGLE FAMILY HOME SALES BY ZIP CODE

OCTOBER 2022

Zip Code		Current Month	Sales Breakdown	Last Month	Last Year	Year-to-Date
			(by type)			
95608 Carmichael	Total Sales	34	REO Sales 0	37	60	484
	Median Sales Price	\$617,250	\$0	\$550,000	\$552,500	\$579,000
	Average Price/Square Foot	\$332	Short Sales 0	\$334	\$321	N/A
	Average Sq Ft of Property	1,884	\$0	1,897	2,038	N/A
	Total Listing Inventory *	95	Conventional 34	99	72	N/A
	Total Listing Median Price ∞	\$594,000	Sales \$617,250	\$598,500	\$558,000	N/A
95610 Citrus Heights	Total Sales	27	REO Sales 0	37	52	395
	Median Sales Price	\$490,000	\$0	\$480,000	\$499,950	\$530,000
	Average Price/Square Foot	\$310	Short Sales 0	\$337	\$322	N/A
	Average Sq Ft of Property	1,691	\$0	1,856	1,627	N/A
	Total Listing Inventory *	72	Conventional 27	70	34	N/A
	Total Listing Median Price ∞	\$525,000	Sales \$490,000	\$549,900	\$537,000	N/A
95621 Citrus Heights	Total Sales	29	REO Sales 0	28	53	379
	Median Sales Price	\$455,000	\$0	\$432,500	\$450,000	\$481,000
	Average Price/Square Foot	\$318	Short Sales 0	\$314	\$322	N/A
	Average Sq Ft of Property	1,475	\$0	1,549	1,444	N/A
	Total Listing Inventory *	40	Conventional 29	49	18	N/A
	Total Listing Median Price ∞	\$449,700	Sales \$455,000	\$474,950	\$442,450	N/A
95624 Elk Grove	Total Sales	32	REO Sales 0	54	65	465
	Median Sales Price	\$591,000	\$0	\$677,500	\$620,000	\$673,000
	Average Price/Square Foot	\$310	Short Sales 0	\$305	\$313	N/A
	Average Sq Ft of Property	2,080	\$0	2,486	2,144	N/A
	Total Listing Inventory *	91	Conventional 32	101	51	N/A
	Total Listing Median Price ∞	\$649,000	Sales \$591,000	\$668,000	\$682,850	N/A
95626 Elverta	Total Sales	1	REO Sales 0	5	8	39
	Median Sales Price	\$615,000	\$0	\$470,000	\$537,500	\$513,000
	Average Price/Square Foot	\$275	Short Sales 0	\$328	\$331	N/A
	Average Sq Ft of Property	2,236	\$0	1,697	1,897	N/A
	Total Listing Inventory *	6	Conventional 1	4	6	N/A
	Total Listing Median Price ∞	\$468,500	Sales \$615,000	\$619,500	\$675,950	N/A
95628 Fair Oaks	Total Sales	26	REO Sales 0	39	57	409
	Median Sales Price	\$621,000	\$0	\$593,500	\$625,000	\$630,000
	Average Price/Square Foot	\$355	Short Sales 0	\$343	\$327	N/A
	Average Sq Ft of Property	1,968	\$0	2,174	2,044	N/A
	Total Listing Inventory *	85	Conventional 26	80	48	N/A
	Total Listing Median Price ∞	\$659,975	Sales \$621,000	\$685,000	\$629,900	N/A
95630 Folsom	Total Sales	56	REO Sales 0	58	78	720
	Median Sales Price	\$725,000	\$0	\$762,500	\$730,000	\$797,000
	Average Price/Square Foot	\$361	Short Sales 0	\$364	\$367	N/A
	Average Sq Ft of Property	2,157	\$0	2,390	2,208	N/A
	Total Listing Inventory *	135	Conventional 56	158	85	N/A
	Total Listing Median Price ∞	\$758,112	Sales \$725,000	\$799,000	\$785,000	N/A
95632 Galt	Total Sales	14	REO Sales 0	25	31	294
	Median Sales Price	\$564,500	\$0	\$550,000	\$520,000	\$544,250
	Average Price/Square Foot	\$326	Short Sales 0	\$306	\$324	N/A
	Average Sq Ft of Property	1,970	\$0	2,053	1,786	N/A
	Total Listing Inventory *	58	Conventional 14	59	34	N/A
	Total Listing Median Price ∞	\$524,150	Sales \$564,500	\$559,999	\$597,000	N/A
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	Median Sales Price	\$0	\$0	\$715,000	\$970,000	\$760,000
	Average Price/Square Foot	\$0	Short Sales 0	\$474	\$381	N/A
	Average Sq Ft of Property	0	\$0	1,508	2,542	N/A
	Total Listing Inventory *	6	Conventional 0	6	3	N/A
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95641 Isleton	Total Sales	2	REO Sales 0	3	0	10
	Median Sales Price	\$457,500	\$0	\$365,000	\$0	\$502,750
	Average Price/Square Foot	\$448	Short Sales 0	\$271	\$0	N/A
	Average Sq Ft of Property	1,040	\$0	1,376	0	N/A
	Total Listing Inventory *	4	Conventional 2	3	3	N/A
	Total Listing Median Price ∞	\$404,500	Sales \$457,500	\$499,000	\$299,900	N/A
95655 Mather	Total Sales	1	REO Sales 0	2	5	33
	Median Sales Price	\$619,900	\$0	\$760,000	\$580,000	\$600,000
	Average Price/Square Foot	\$261	Short Sales 0	\$228	\$264	N/A
	Average Sq Ft of Property	2,379	\$0	3,351	2,194	N/A
	Total Listing Inventory *	9	Conventional 1	10	5	N/A
	Total Listing Median Price ∞	\$545,000	Sales \$619,900	\$654,000	\$648,888	N/A
95660 North Highlands	Total Sales	18	REO Sales 0	32	41	312
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	Average Price/Square Foot	\$349	Short Sales 0	\$318	\$325	N/A
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	Average Sq Ft of Property	2,379	\$0	3,351	2,194	N/A
	Total Listing Inventory *	9	Conventional 1	10	5	N/A
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	Average Sq Ft of Property	1,607	\$0	1,832	1,760	N/A
	Total Listing Inventory *	57	Conventional 30	47	38	N/A
	Total Listing Median Price ∞	\$599,900	Sales \$512,500	\$599,000	\$530,000	N/A



# STAFF DIRECTORY



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## MetroList

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**Elizabeth Scambler - 916.437.1222**  
*Retail Services Specialist*

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